

What is claimed is:

1. A system for analyzing sales performances, the system comprising a performance calculating module, a performance analyzing module, a performance querying module and a document updating module, wherein:
the performance calculating module is used to calculate daily, monthly, and yearly sales performances in accordance with sales records;
the performance analyzing module is used to analyze sales performances in accordance with daily performance records, statistical performance records and planning performance records;
the performance querying module is used to query data on sales performances stored in the daily performance records, the statistical performance records and the planning performance records; and
the document updating module is used to update data stored in the daily performance records and the statistical performance records.
2. The system as claimed in claim 1, wherein the performance calculating module, the performance analyzing module, the performance querying module and the document updating module are comprised in an application server.
3. The system as claimed in claim 1, further comprising a database connecting module which connects the performance calculating module, the performance analyzing module, the performance querying module and the document updating module with the daily performance records, the statistical performance records and the planning performance records for data interchange there between.
4. The system as claimed in claim 1, wherein the daily performance records, the statistical performance records and the planning performance records are comprised in a database server.

5. The system as claimed in claim 4, wherein the database server comprises a database management module for managing data stored in the database server.
6. The system as claimed in claim 1, wherein the performance analyzing module can assist in obtaining implementation statuses of planned sales performances relating to customers, products, sales departments, sales representatives and channels of distribution.
7. The system as claimed in claim 1, wherein the data on sales performances queried by the performance querying module comprises data on customers, channels of distribution, sales representatives, sales departments, and products.
8. A method for analyzing sales performances, the method comprising the steps of:
calculating daily sales performances in accordance with sales records, and storing the sales performances in daily performance records;
calculating monthly and yearly sales performances in accordance with data stored in the daily performance records, and storing the sales performances in statistical performance records;
querying the statistical performance records in accordance with an instruction input by a user; and
analyzing sales performances in accordance with data stored in the daily performance records, the statistical performance records, and the planning performance records.
9. The method as claimed in claim 8, wherein the step of calculating daily sales performances further comprises the steps of:
subtracting a value of a sales record from a total value of products of the daily performance record if the sales record is a sales return record; and
adding a value of a sales record to the total value of products of the daily performance record if the sales record is a record on reselling of sales returns.
10. A method for analyzing sales performances, the method comprising the steps of:

calculating daily sales performances in accordance with sales records, and storing the sales performances in daily performance records;
calculating monthly and yearly sales performances in accordance with data stored in the daily performance records, and storing the sales performances in statistical performance records;
querying the statistical performance records in accordance with an instruction input by a user; and
analyzing sales performances in accordance with data stored in at least one of the daily performance records and the statistical performance records.